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Mr. Brewster Kahle, President  
WAIS Inc.  
1040 Noel Drive  
Menlo Park, CA 94025

Dear Brewster,

I was reading over your excellent presentation on WAIS which Kevin sent me, and I suddenly realized that you and I had never discussed the possibility of having a WAIS display (or even better, a joint Sun-WAIS display).

You have agreed to be a speaker, and I am most appreciative of this courtesy, which I think also helps us showcase WAIS. Jennifer Sims and I are still your champions on the Hill, but at OSS '93 you will reach 800-900 key people in the U.S. government and in foreign governments. I recently sent personal letters to every minister of foreign affairs, defense, intelligence, commerce, education, and banking in the world, and I expect at least some of them to send representatives. As a speaker, the seat is free (please complete the attached speaker's registration form and make your reservation at the Omni Shoreham as soon as possible--number on the form. Continental Airlines is providing a 40% discount if you are interested call Adrian Travel).

Now to the issue of a display: I sell these for \$2,000 with two seats. A chart of what is still available is attached. Bearing in mind that I am a start-up and struggling to make ends meet, what I would like to propose is that you and Sun each pay \$1000 and each send one person. At the same time, I would like to see a five page paper on WAIS technical/pricing and access issues which can be put in my *Proceedings* (because your speech should not be a sales pitch but rather a vision statement). Can you work this with Sun and come back soon with a commitment and a choice of any booth not marked with an asterisk?

✓ Thanks but  
no thanks  
✓  
Send info  
Send email  
7/7/93

✓  
7/7/93

I think you know I am one of your strongest supporters, and I truly believe that we will see WAIS servers everywhere over the next few years. I wish I could just give you the display. FYI, several of my Corporate Sponsors who have paid me \$10,000 for display and ten seats are also providing speakers (in fact, some insisted on that at part of the deal and I accepted in those instances where I was satisfied with the topic and the quality of the speaker).

So please, consider this, discuss it with Sun, and let us come to closure on getting WAIS and its Sun partner on display at OSS '93. I am in the country for the month of July, then off to Holland for "Hackers at the End of the Universe". I will also be at INET '93, and at a very good symposium in Albuquerque on "Coupling Technology to National Need". I am including a brochure on that one. If you were interested in speaking during the Visualization track that I run, I could still get you in at this late date.

Look forward to seeing you and Kevin again. I was very appreciative of Kevin's fast response on sending me information about your corporate positioning. I recommend that you develop a formal brochure on pricing and access advances that WAIS makes possible. Over and over again I find that this issue is the "showstopper" for old foggies that might otherwise be willing to consider a shift from hard copy to soft copy publishing.

Warm regards,



Robert D. Steele  
President

*P.S. Note foreign speakers  
& four KGB officers in  
the interest group section.*